



Part of the City Electric Supply Network

Posting Date:

Application Deadline Date:

Position: ACCOUNT MANAGER

Branch Location:

Group:

Job Summary:

We are looking for a self motivated individual to help grow and develop our sales territory with new, non-trading, and existing accounts. The candidate should be knowledgeable in related electrical products. The ideal candidate must be organized, and self driven with a professional customer service oriented attitude. This is a cross-functional role where you will often be the liaise between internal teams. *Inside sales experience is preferred.*

Responsibilities and Duties:

- Opening new accounts, while maintaining and growing the relationship with existing accounts.
- Respond to client queries and serve as a lead point of contact.
- Identify new business opportunities among existing customers.
- Review branch cash sales for potential leads.
- Achieving sales targets.
- Forecast and track key account metrics.
- Report and communicate sales and customer feedback.
- Continuous stock/inventory review to identify potential margin opportunities.
- Responsible for self-improvement through company training and self learning.
- Joint vendor calls, and sales calls.
- Preparing sales material, and assisting in branch customer and supplier events.

Travel is required.

Qualifications and Skills:

- Excellent verbal and written communication.
- Previous experience/education/product knowledge in the electrical industry (*preferred, not required*)
- Ability to multi task, and tend to a variety of customer inquiries.
- Personable and has a desire to be part of a team.
- Positive/Self motivating attitude.
- Strong customer service and relationship building focus.
- Valid G driver's license.

OUR ETHOS:

PERFORMANCE:

Hold high personal expectations.
Strive to build the team rather than yourself.
Confident in yourself and your decisions.
Exercise good judgment with decision making.

EMPOWERMENT:

Show excitement and readiness to take ownership of projects and opportunities.

PASSION:

Aspire to be and do more everyday.

SERVICE:

Customer first attitude.
Practice consistently to be courteous and flexible.

EMPATHY:

Treat others with respect.

If you are interested in this position and meet the above criteria, please forward your resume via email to be considered for this role to the contact below.

For internal applicants, please speak to your immediate supervisor prior to submitting your resume.

Attn:

Email: